

(\$000)	Annual Plan	YTD Plan	YTD Results	\$ Variance
Revenue from Goods and Services Sold	(b) (5)		27,690	(b) (5)
General Revenue			27,690	
Export Surcharge			0	
Other Surcharges			0	
Less Acq Tmg Fund Contrib.			0	
Net Revenue			27,690	
Total Cost of Goods and Services Sold			2,611	
General Cost of Goods			2,611	
Freight, Inbound			0	
Inventory Adjustments			0	
Credit Card Fees			0	
Gross Margin (Fee Revenue)			25,079	
Business Unit Expense			20,036	
Direct Operating Expenses			17,643	
Operating Expense			16,765	
Mgt. Expense			878	
Rent			2,545	
Facility Rent			0	
Office Rent			2,545	
Outbound Transportation and Inventory Expense			0	
Inventory Transfers			0	
Time Discounts			0	
Transportation (Outbound)			0	
Fleet Vehicle Related Expense			0	
(Profit)/Loss on Vehicle Sales			0	
Maintenance and Repair			0	
Petroleum			0	
Misc Vehicle Costs			0	
Other Cost of Operations			(152)	
Annual Leave Liability			(119)	
Bad Debt			2	
Claims/Other			(20)	
Employer Contributions to Benefits			(15)	
Depreciation & Amortization			453	
Administrative Equipment			453	
Building & Land Modifications			0	
Operating Equipment			0	
Information Technology Software			0	
Leased Assets			0	

(\$000)	Annual Plan	YTD Plan	YTD Results	\$ Variance
Executive Direction, Planning, & Support	(b) (5)		836	(b) (5)
Executive Direction			694	
Commissioner			224	
Regional Commissioners			469	
Office of Enterprise Strategy Management			143	
Office of Policy and Compliance			0	
Office of Customer Accounts and Stakeholder Engag			0	
National (CO)			0	
Regional Account Mgmt			0	
National Marketing & Communication Division			0	
NCSC			0	
Internal FAS IT Support			0	
FAS IT Systems			0	
System Development Capitalization Offset			0	
Common Acquisition Platform			0	
Working Capital Fund			6,877	
Administrative Services			300	
Chief Financial Officer			1,058	
Centralized CFO Support			694	
FAS Support			210	
FAS Financial Service Centers			154	
Chief Information Officer			3,431	
Centralized CIO Support			3,431	
FAS IT Services (IQ Staffing)			0	
FAS IT Services (IQ Admin Systems)			0	
Office of Human Resource Mgmt			762	
General Counsel			294	
Governmentwide Policy			206	
Other GM&A			825	
Total Operating Expenses			28,202	
Provision for Asset Replacement			0	
Net Operating Results			(3,123)	
Reserve Expense			0	
Business Reserve			0	
Investment Reserve			0	
Extraordinary Adjustments			0	
Prior-Year			0	
Other Adjustments			0	
Total Cost of Operations			30,812	
Net Financial Impact			(\$3,123)	